

Message Text

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54

ACTION COME-00

INFO OCT-01 EUR-12 ISO-00 EB-07 PM-04 DODE-00 CIAE-00

INR-07 NSAE-00 MC-02 ACDA-07 TRSE-00 /040 W

----- 077844

R 091716Z JUL 76

FM AMEMBASSY BONN

TO SECSTATE WASHDC 0326

INFO AMCONSUL MUNICH

AMCONSUL HAMBURG

LIMITED OFFICIAL USE BONN 11658

E.O. 11652: N/A

TAGS: BEXP, GW

SUBJECT: PRODUCT OPPORTUNITY - ENGINES FOR GERMAN
FRIGATES (F 122 CLASS)

REF: STATE 154801

1. EMBASSY MAAG HAS BEEN IN CLOSE AND REGULAR CONTACT WITH FRG MINISTRY OF DEFENSE (FMOD) ON SUBJECT ENGINE PROCUREMENT, AND ALSO WITH LOCAL GENERAL ELECTRIC REPRESENTATIVES.

2. SINCE RECEIPT REFTTEL EMBOFFS HAVE MET WITH GE REPRESENTATIVES FOLLOWING WHICH WE HAVE INITIATED CONTACTS WITHIN FRG ECONMIN AT BOTH POLICY-MAKING AND WORKING LEVELS OF ALL MINISTRY ELEMENTS LIKELY BE INVOLVED IN PROCUREMENT. WE HAVE BEEN TOLD THAT FMOD IS STILL EVALUATING COMPETING BIDS, AND THAT AT PRESENT STAGE OF EVALUATIONS ECONMIN IS NOT IN POSITION TO INFLUENCE SIGNIFICANTLY FMOD DECISION. ECONMIN OFFICIALS WITH WHOM WE HAVE SPOKEN ARE AWARE OF ECONOMIC BENEFITS WHICH WOULD ACCRUE TO GERMAN INDUSTRY IF GE-MTU BID SUCCESSFUL. THEY AGREE WITH OUR ARGUMENT AND FULLY SUPPORT LOGIC. NEVERTHELESS, THEY NOT YET IN POSITION TO ADVISE FMOD WHICH, PER ECONMIN OFFICIALS,

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WILL EXPRESS ITS PREFERENCE ON TECHNICAL PERFORMANCE

BASIS AND NOT FROM ROLLS-ROYCE POLITICAL PRESSURE.
ONCE ECONMIN HAS OPPORTUNITY EXPRESS VIEW IN SELECTION
WE ARE ASSURED INTERESTS OF GERMAN INDUSTRY WILL BE
STRONGLY REPRESENTED.

3. WE ARE AT PRESENT EXPLORING OTHER AVENUES OF
INFLUENCE INCLUDING CONTACTING BAVARIAN REPRESENTA-
TION IN ORDER TO ASSURE THAT LAND BAVARIA, WHERE MTU
IS LOCATED, WILL PRAGMATICALLY SUPPORT GE-MTU BID
THROUGH ITS OWN CONTACTS IN FRG.

4. WE WILL KEEP DEPARTMENT AND GE ADVISED AS WE LEARN
OF DEVELOPMENTS.
HILLENBRAND

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Margaret P. Grafeld
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04 MAY 2006

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